

# 2024 OCTOBER MEAFORD

# Real Estate Market Report





# **OVERVIEW**

### **BUYER'S MARKET**

The <u>Meaford</u> real estate market is a buyer's market leaning toward a balanced position this month, with both sales volume and unit sales having increased. Meanwhile, the median and average sale prices have dropped, indicating greater availability and potential negotiating power for buyers amid rising activity levels.



### October year-over-year sales volume of \$14,475,100

Up 49.24% from 2023's \$9,699,000 with unit sales of 22 up 57.14% from last October's 14. New listings of 56 are up 30.23% from a year ago, with the sales/listing ratio of 39.29% up 20.66% from a year ago.

### Year-to-date sales volume of \$98,748,150

Down 12.89% from 2023's \$113,361,500 with unit sales of 151 up 0.67% from 2023's 150. New listings of 488 are up 6.09% from a year ago, with the sales/listing ratio of 30.94% down 5.11%.



### Year-to-date average sale price of \$725,013

Down from \$745,598 one year ago with median sale price of \$609,500 down from \$648,750 one year ago. Aveage days-on-market of 55.90 is down 1.7 days from last year.

### OCTOBER NUMBERS

Median Sale Price **\$601,500** +5.34%

Average Sale Price **\$657,959** 

Sales Volume **\$14,475,100** +49.24%

Unit Sales **22** +57.14%

New Listings

**56** +30.23%

Expired Listings

**25** +66.67%

Unit Sales/Listings Ratio **39.29%** +20.66%

Year-over-year comparison (October 2024 vs. October 2023)



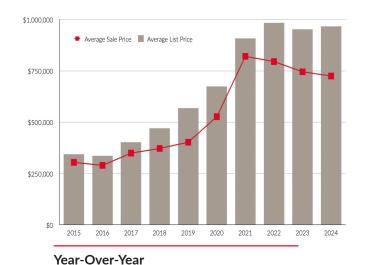
# THE MARKET IN **DETAIL**

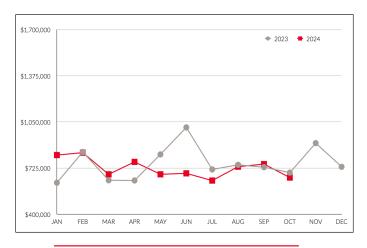
Monthly Expired Listings71525+66.67%Monthly Average Sale Price\$555,678\$692,786\$657,959-5.03%YTD Sales: \$0-\$199K974-42.86%YTD Sales: \$200k-349K10912+33.33%YTD Sales: \$350K-\$549K293542+20%YTD Sales: \$550K-\$749K493940+2.56%YTD Sales: \$750K-\$999K353429-14.71%YTD Sales: \$1M+312319-17.39%YTD Sales: \$2M+3626580.77%		2022	2023	2024	2023-2024
YTD New Listings382460488+6.09%YDT Sales/Listings Ratio43.98%32.61%30.94%-5.11%YTD Expired Listings2553163+207.55%Monthly Volume Sales\$7,779,488\$9,699,000\$14,475,100+49.24%Monthly Unit Sales141422+57.14%Monthly New Listings314356+30.23%Monthly Sales/Listings Ratio45.16%32.56%39.29%+20.66%Monthly Average Sale Price\$555,678\$692,786\$657,759+20.66%Monthly Average Sale Price\$555,678\$692,786\$657,959-5.03%YTD Sales: \$200k-349K10712+33.33%YTD Sales: \$250k-\$749K293540+2.56%YTD Sales: \$250k-\$749K313219+2.56%YTD Sales: \$250k-\$749K36329-14.71%YTD Sales: \$250k-\$749K36265.90+30.73%YTD Sales: \$250k-\$749K36265.90+3.14%YTD Sales: \$210K-\$99PK35.005.90+3.14%YTD Sales: \$210K-\$1432.505.90+3.14%YTD Sales: \$20k-\$1432.505.90+3.14%YTD Sales: \$21M+32.505.90+3.14%YTD Sales: \$21M+32.505.90+3.14%YTD Sales: \$21M+32.505.90+3.14%YTD Sales: \$21M+32.505.90+3.14%YTD Sales: \$21M+32.505.90+3.14% </td <td>YTD Volume Sales</td> <td>\$134,218,497</td> <td>\$113,361,500</td> <td>\$98,748,150</td> <td>-12.89%</td>	YTD Volume Sales	\$134,218,497	\$113,361,500	\$98,748,150	-12.89%
YDT Sales/Listings Ratio 43.98% 32.61% 30.94% -5.11%   YTD Expired Listings 25 53 163 +207.55%   Monthly Volume Sales \$7,779,488 \$9,699,000 \$14,475,100 +49.24%   Monthly Unit Sales 14 14 22 +57.14%   Monthly New Listings 31 43 56 +30.23%   Monthly Sales/Listings Ratio 45.16% 32.56% 39.29% +20.66%   Monthly Expired Listings 7 15 25 +66.67%   Monthly Average Sale Price \$555,678 \$692,786 \$657,959 -5.03%   YTD Sales: \$00k-349K 10 9 12 +33.33%   YTD Sales: \$200k-349K 29 35 42 +20%   YTD Sales: \$350K-\$579K 29 35 40 +2.56%   YTD Sales: \$750K-\$999K 35 34 29 -14.71%   YTD Sales: \$750K-\$999K 35 34 29 -14.71%   YTD Sales: \$2M+ 36 26 5.00 +30.77%   YTD Sales: \$2M+ 32.50 54.20 5.90	YTD Unit Sales	168	150	151	+0.67%
YTD Expired Listings2553163+207.55%Monthly Volume Sales\$7,779,488\$9,699,000\$14,475,100+49.24%Monthly Unit Sales141422+57.14%Monthly New Listings314356+30.23%Monthly Sales/Listings Ratio45.16%32.56%39.29%+20.66%Monthly Expired Listings71525+66.67%Monthly Average Sale Price\$555,678\$692,786\$657,959-5.03%YTD Sales: \$0-\$199K974-42.86%YTD Sales: \$200k-349K10912+33.33%YTD Sales: \$350K-\$549K293540+20.66%YTD Sales: \$750K-\$999K353429-14.71%YTD Sales: \$21M+312319-14.73%YTD Sales: \$20M-362655.90+3.14%YTD Sales: \$20M-32.5054.2055.90+3.14%	YTD New Listings	382	460	488	+6.09%
Monthly Volume Sales \$7,779,488 \$9,699,000 \$14,475,100 +49.24%   Monthly Unit Sales 14 14 22 +57.14%   Monthly New Listings 31 43 56 +30.23%   Monthly Sales/Listings Ratio 45.16% 32.56% 39.29% +20.66%   Monthly Expired Listings 7 15 25 +66.67%   Monthly Average Sale Price \$555,678 \$692,786 \$657,959 -5.03%   YTD Sales: \$0-\$199K 9 7 4 -42.86%   YTD Sales: \$05K-\$549K 10 9 12 +33.33%   YTD Sales: \$200k-349K 10 9 40 +2.56%   YTD Sales: \$550K-\$749K 49 39 40 +2.56%   YTD Sales: \$750K-\$999K 35 34 29 -14.71%   YTD Sales: \$21M+ 31 23 19 -17.39%   YTD Sales: \$21M+ 36 26 5.90 +30.47%   YTD Sales: \$21M+ 32.50 54.20 55.90 +3.14%   YTD Average Sale Price \$795,519 \$745,598 \$725,013	YDT Sales/Listings Ratio	43.98%	32.61%	30.94%	-5.11%
Monthly Unit Sales 14 14 22 +57.14%   Monthly New Listings 31 43 56 +30.23%   Monthly Sales/Listings Ratio 45.16% 32.56% 39.29% +20.66%   Monthly Expired Listings 7 15 25 +66.67%   Monthly Average Sale Price \$555,678 \$692,786 \$657,959 -5.03%   YTD Sales: \$0-\$199K 9 7 4 -42.86%   YTD Sales: \$200k-349K 10 9 12 +33.33%   YTD Sales: \$250K-\$549K 29 35 42 +20%   YTD Sales: \$550K-\$549K 49 39 40 +2.56%   YTD Sales: \$750K-\$999K 35 34 29 -14.71%   YTD Sales: \$1M+ 31 23 19 -17.39%   YTD Sales: \$20H+ 36 26 5.90 +3.14%   YTD Average Sale Price \$795,519 \$745,598 \$725,013 -2.76%	YTD Expired Listings	25	53	163	+207.55%
Monthly New Listings   31   43   56   +30.23%     Monthly Sales/Listings Ratio   45.16%   32.56%   39.29%   +20.66%     Monthly Expired Listings   7   15   25   +66.67%     Monthly Average Sale Price   \$555,678   \$692,786   \$657,959   -5.03%     YTD Sales: \$0.\$199K   9   7   4   -42.86%     YTD Sales: \$200k-349K   10   9   12   +33.33%     YTD Sales: \$200k-349K   29   35   42   +20%     YTD Sales: \$200k-349K   29   35   40   +2.56%     YTD Sales: \$550K-\$749K   49   39   40   +2.56%     YTD Sales: \$750K-\$999K   35   34   29   -14.71%     YTD Sales: \$1M+   31   23   19   -17.39%     YTD Sales: \$2M+   36   54.20   55.90   +3.14%     YTD Average Sale Price   \$795,519   \$745,598   \$725,013   -2.76%	Monthly Volume Sales	\$7,779,488	\$9,699,000	\$14,475,100	+49.24%
Monthly Sales/Listings Ratio   45.16%   32.56%   39.29%   +20.66%     Monthly Expired Listings   7   15   25   +66.67%     Monthly Average Sale Price   \$555,678   \$692,786   \$657,959   -5.03%     YTD Sales: \$0-\$199K   9   7   4   -42.86%     YTD Sales: \$200k-349K   10   9   12   +33.33%     YTD Sales: \$350K-\$549K   29   35   42   +20%     YTD Sales: \$550K-\$749K   49   39   40   +2.56%     YTD Sales: \$750K-\$999K   35   34   29   -14.71%     YTD Sales: \$1M+   31   23   19   -17.39%     YTD Sales: \$20H+   36   26   5   -80.77%     YD Average Days-On-Market   32.50   54.20   55.90   +3.14%     YTD Average Sale Price   \$795,519   \$745,598   \$725,013   -2.76%	<b>Monthly Unit Sales</b>	14	14	22	+57.14%
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YTD Average Sale Price   \$795,519   \$745,598   \$725,013   -2.76%	YTD Sales: \$2M+	36	26	5	-80.77%
	(TD Average Days-On-Market	32.50	54.20	55.90	+3.14%
YTD Median Sale Price   \$713,125   \$648,750   \$609,500   -6.05%	YTD Average Sale Price	\$795,519	\$745,598	\$725,013	-2.76%
	YTD Median Sale Price	\$713,125	\$648,750	\$609,500	-6.05%

Meaford MLS Sales and Listing Summary 2022 vs. 2023 vs. 2024



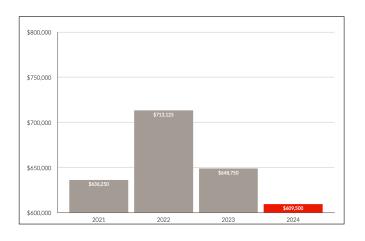
# AVERAGE SALE PRICE

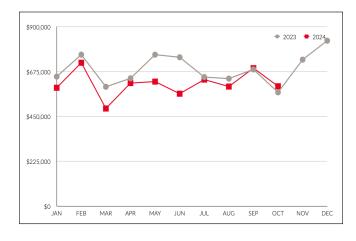




Month-Over-Month 2023 vs. 2024

### **MEDIAN** SALE PRICE





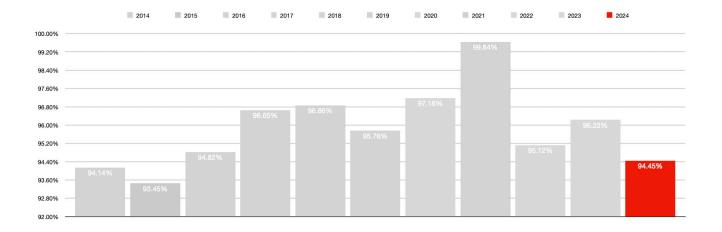
#### Year-Over-Year

Month-Over-Month 2023 vs. 2024

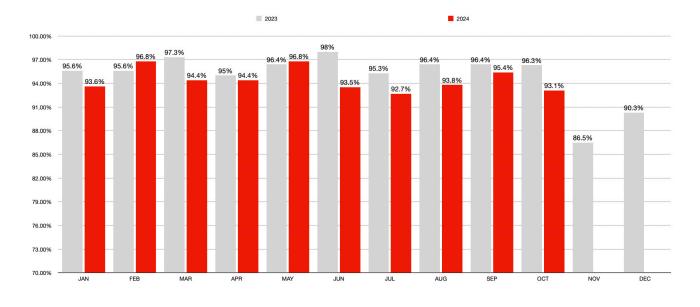
\* Median sale price is based on residential sales (including freehold and condominiums).



### SALE PRICE VS. LIST PRICE RATIO



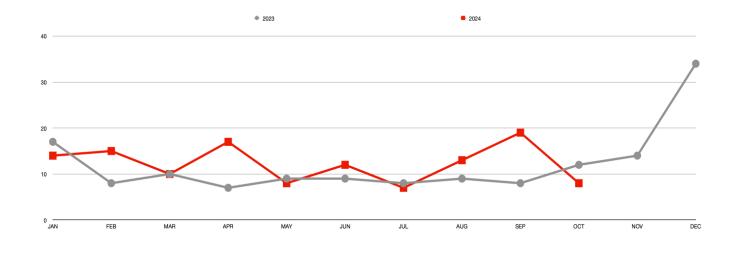
Year-Over-Year



Month-Over-Month 2023 vs. 2024



# **MONTHS OF INVENTORY**



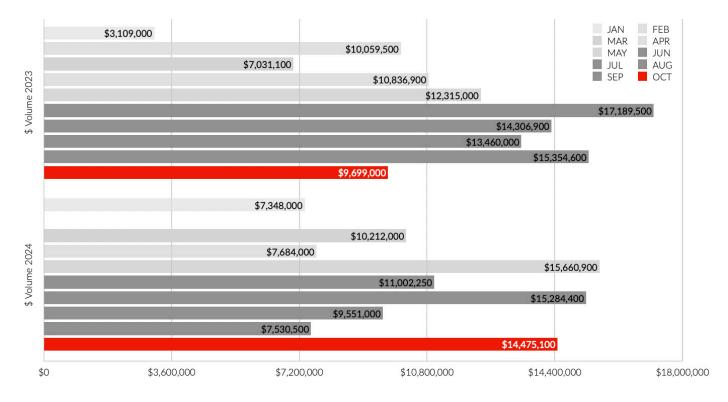
Month-Over-Month 2023 vs. 2024



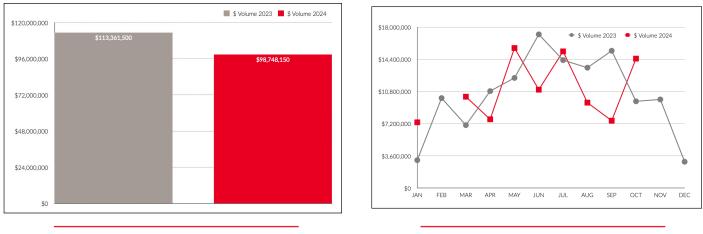
Year-Over-Year



# **DOLLAR** VOLUME SALES



Monthly Comparison 2023 vs. 2024

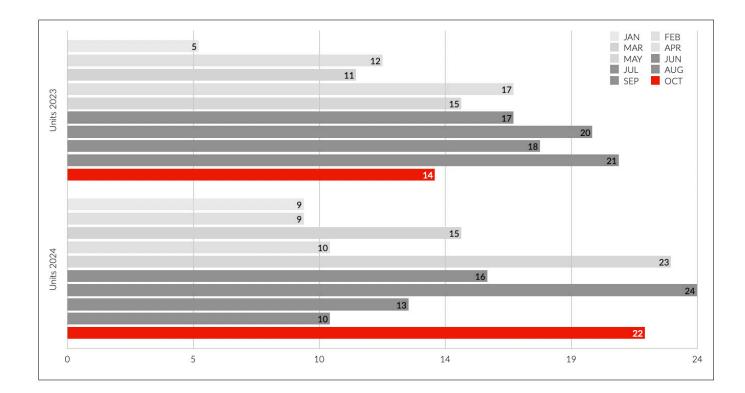




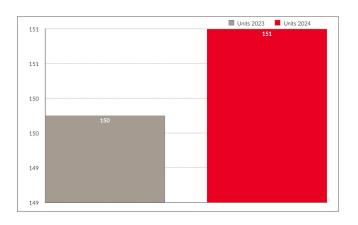
Month vs. Month 2023 vs. 2024

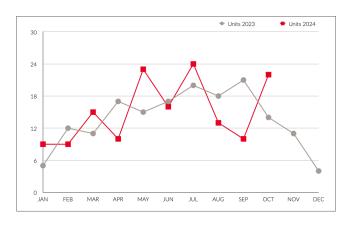


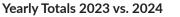
# **UNIT** SALES



Monthly Comparison 2023 vs. 2024







Month vs. Month 2023 vs. 2024



### SALES BY TYPE

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD	\$92,448,250	\$7,336,900	\$5,356,000
Sales Volume	-6.6%	+61.39%	-38.56%
YTD	119	15	15
Unit Sales	+1.71%	+66.67%	-31.82%
Average	\$776,876	\$489,127	\$357,067
Sale Price	-8.17%	-3.16%	-9.89%
Oct	\$13,735,100	\$0	\$740,000
Sales Volume	+65.44%	-100%	-18.86%
Oct	19	0 -100%	3
Unit Sales	+90%		No Change





# **OUR** LOCATIONS

#### COLLINGWOOD

705-445-5520 112 Hurontario St, Collingwood

### CREEMORE

705-881-9005 154 Mill St, Unit B, Creemore

### MEAFORD

519-538-5755 96 Sykes St N, Meaford

### THORNBURY

519-599-2136 27 Arthur St W, Thornbury

#### WASAGA BEACH

705-429-4800 1249 Mosley St, Wasaga Beach

**STAYNER** 705-428-2800 7458 ON-26 Unit 11, Stayner



/RoyalLePageLocationsNorth



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